



The Long & Foster Market Minute™

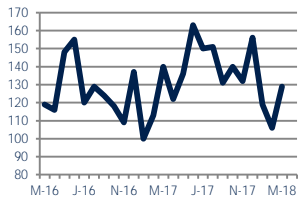
Focus On: Upper Marlboro Housing Market

March 2018

Zip Code(s): 20772 and 20774

Units Sold

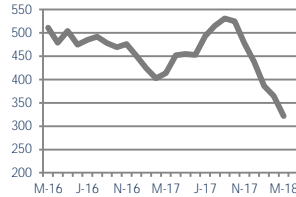
129



Down -8%
Vs. Year Ago

Active Inventory

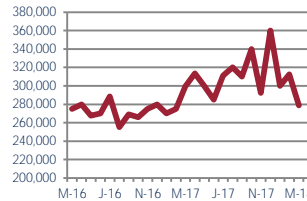
322



Down -22%
Vs. Year Ago

Median Sale Price

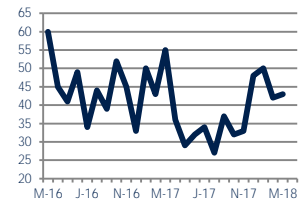
\$278,900



Down -7%
Vs. Year Ago

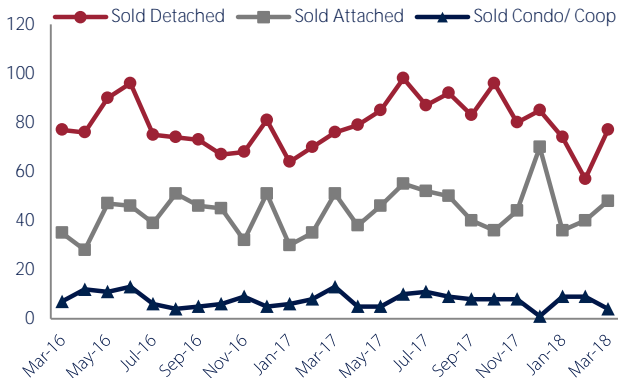
Days On Market

43



Down -22%
Vs. Year Ago

Units Sold*



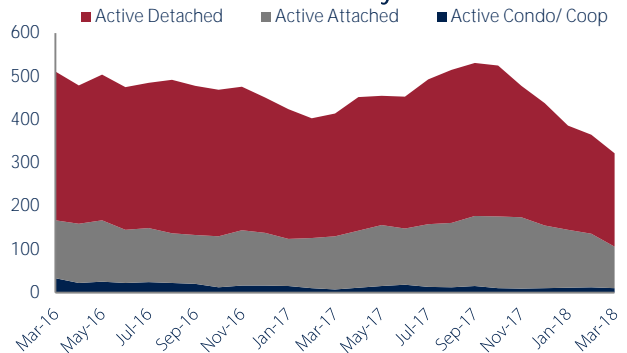
Units Sold

There was an increase in total units sold in March, with 129 sold this month in Upper Marlboro versus 106 last month, an increase of 22%. This month's total units sold was lower than at this time last year, a decrease of 8% versus March 2017.

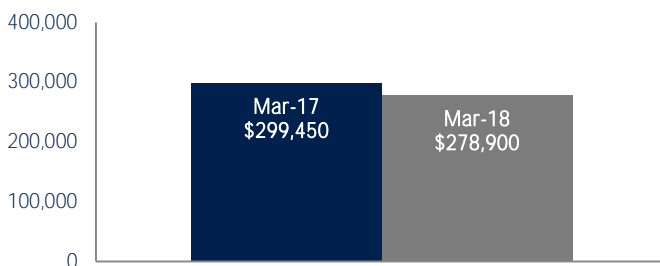
Active Inventory

Versus last year, the total number of homes available this month is lower by 92 units or 22%. The total number of active inventory this March was 322 compared to 414 in March 2017. This month's total of 322 is lower than the previous month's total supply of available inventory of 365, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Upper Marlboro Homes was \$299,450. This March, the median sale price was \$278,900, a decrease of 7% or \$20,550 compared to last year. The current median sold price is 11% lower than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Upper Marlboro are defined as properties listed in zip code/s 20772 and 20774.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



CHRISTIE'S INTERNATIONAL REAL ESTATE





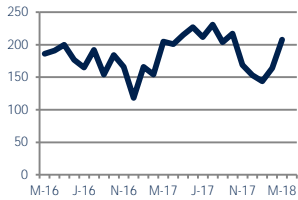
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March 2018

Zip Code(s): 20772 and 20774

New Listings

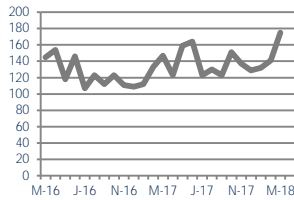
208



Up 1%
Vs. Year Ago

Current Contracts

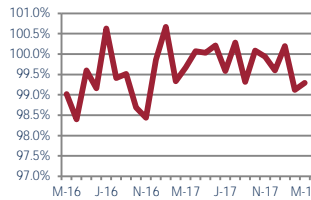
175



Up 19%
Vs. Year Ago

Sold Vs. List Price

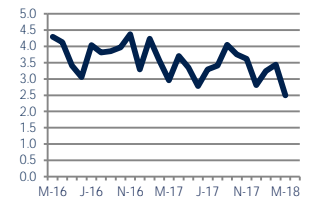
99.3%



No Change
Vs. Year Ago

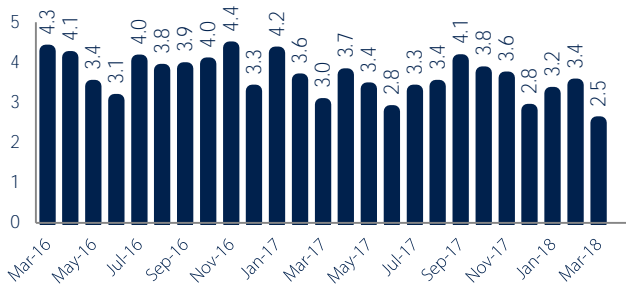
Months of Supply

2.5



Down -16%
Vs. Year Ago

Months Of Supply



Months of Supply

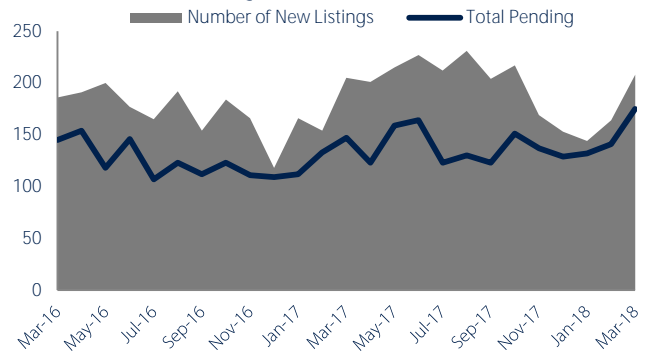
In March, there was 2.5 months of supply available in Upper Marlboro, compared to 3.0 in March 2017. That is a decrease of 16% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

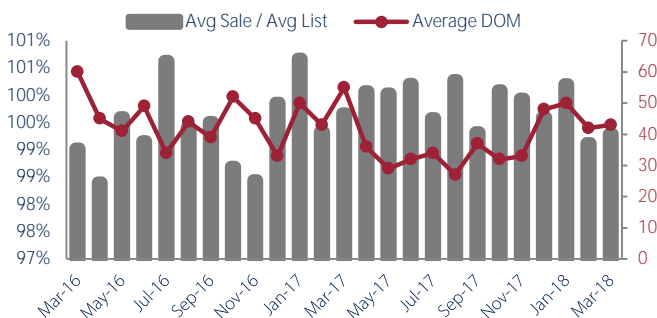
New Listings & Current Contracts

This month there were 208 homes newly listed for sale in Upper Marlboro compared to 205 in March 2017, an increase of 1%. There were 175 current contracts pending sale this March compared to 147 a year ago. The number of current contracts is 19% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Upper Marlboro was 99.3% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 43, lower than the average last year, which was 55, a decrease of 22%.



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